

**Wintouch<sup>®</sup> eCRM**

Confidential – Reseller / Strategic Partner Agreement

Date \_\_\_\_\_

Please FAX back to: +1 (714) 755-3795

Attention: Juli Korneychuk

**1. Contact Information:**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ FAX: \_\_\_\_\_

URL: \_\_\_\_\_ Email: \_\_\_\_\_

**2. Corporate Information:** **President:** \_\_\_\_\_

Phone/Ext. \_\_\_\_\_

Email: \_\_\_\_\_

 **Head of Mktg:** \_\_\_\_\_

Phone/Ext. \_\_\_\_\_

Email: \_\_\_\_\_

 **Head of Sales:** \_\_\_\_\_

Phone/Ext. \_\_\_\_\_

Email: \_\_\_\_\_

 **Head of IT:** \_\_\_\_\_

Phone/Ext. \_\_\_\_\_

Email: \_\_\_\_\_

**3. Business Profile:** Year Company Est. \_\_\_\_\_ Number of Employees: # \_\_\_\_\_ Number of Inside Sales: # \_\_\_\_\_ Number of Outside Sales: # \_\_\_\_\_ Number RPG Programmers: # \_\_\_\_\_ Estimated 2004 Revenue: \$ \_\_\_\_\_ Est. 2004 Software Sales: \$ \_\_\_\_\_ Number of Office Locations: \_\_\_\_\_ Sell to Resellers? Sell to End-users?**4. Products and services sold:** (Please check all that apply.) Vertical Application Solutions AS/400 Software Solutions Custom Application Development System Installation / Integration Web Solutions Training and Support Value Added Reseller (VAR) EMEA Galaxy Program Number of iSeries customers # \_\_\_\_\_

IBM Contact: \_\_\_\_\_

IBM Contact email: \_\_\_\_\_

List any CRM software that you sell: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**5. List three current industry vendor references:** (Suppliers or partners with contact name & phone)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**6. How did you hear about Touchtone Corporation and Wintouch?**

- |                                                         |                                                 |
|---------------------------------------------------------|-------------------------------------------------|
| <input type="checkbox"/> iSeries NEWS Wire Daily        | <input type="checkbox"/> IBM PET                |
| <input type="checkbox"/> iSeriesNEWS Magazine Ad        | <input type="checkbox"/> IBM Workplace Catalog  |
| <input type="checkbox"/> iSeriesNetwork.com             | <input type="checkbox"/> Referral               |
| <input type="checkbox"/> Managing Automation Ad         | <input type="checkbox"/> Google Search          |
| <input type="checkbox"/> KnowledgeStorm                 | <input type="checkbox"/> Yahoo! Search          |
| <input type="checkbox"/> Touchtone White Paper          | <input type="checkbox"/> MSN Search             |
| <input type="checkbox"/> IBM Global Solutions Directory | <input type="checkbox"/> Other Web Search _____ |
| <input type="checkbox"/> IBM Business Partner Directory | <input type="checkbox"/> Other _____            |

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